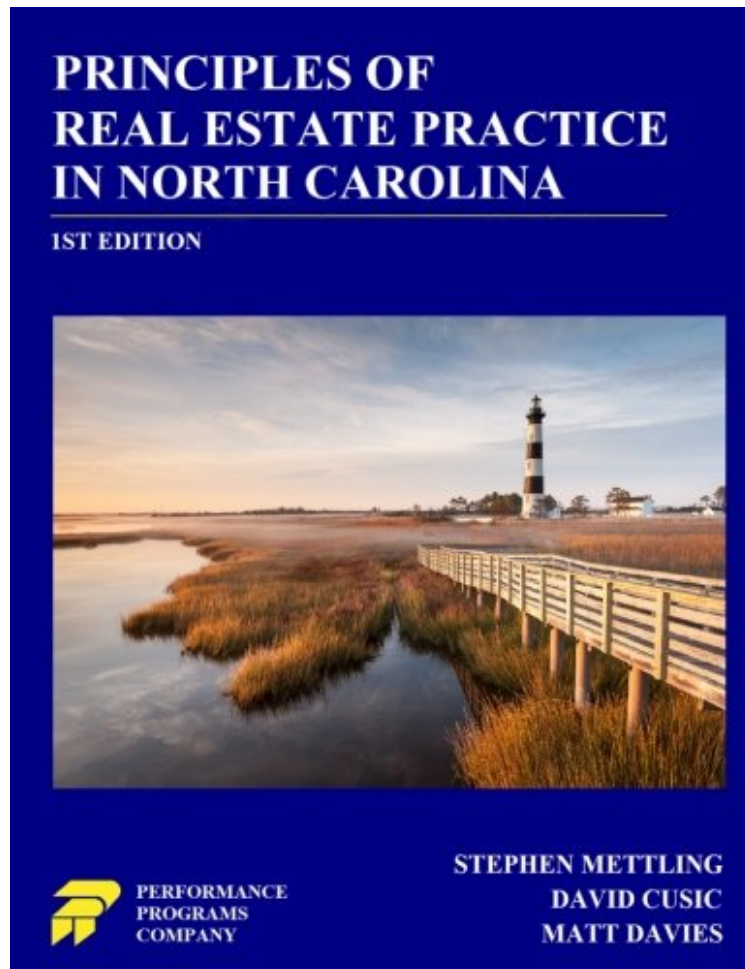


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Principles of Real Estate Practice in North Carolina

Stephen Mettling, David Cusic, Matt Davies
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tailored to the needs of the pre-license student. It is designed to make it easy for students to learn the material and pass their real estate exam prepare students for numerous career applications stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in North Carolina is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors many years in real estate education. Table of Contents The Real Estate Business Rights in Real Estate Interests and Estates Ownership Encumbrances and Liens Transferring and Recording Title to Real Estate Real Estate Leases Land Use Planning and Control Legal Descriptions Real Estate Contract Law Agency Listing Agreements The Brokerage Business Contracts for the Sale of Real Estate Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Ethics: Laws and Practices Closings Real Estate Licensing and Regulation Risk Management Property Management North Carolina License Regulation North Carolina Requirements North Carolina License Status, Violations, Discipline North Carolina Agency Relationships Disclosure North Carolina Brokerage Practice Regulation North Carolina Sales Contracts North Carolina Property Management Other North Carolina Laws Practices Real Estate Mathematics and Formulas Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index We also publish North Carolina Real Estate License Exam Prep

About the Author For over forty years, Stephen Mettling and David Cusic, PhD, have operated Performance Programs Company, one of the nation's most successful custom training organizations specializing in real estate program development. Mr. Mettling and Dr. Cusic have jointly written over 100 books, courses, and custom programs in all facets of real estate for some of the country's largest organizations including the National Association of Realtors and its many Institutes. Mr. Mettling has also served as vice president and author for the country's largest real estate training and publishing organization. Under various capacities, he has managed the acquisition, development, and sale of national real estate textbooks and publications, as well as directed the country's largest affiliated group of real estate schools. Dr. Cusic, an author and educator with international real estate training experience, has been engaged in vocation-oriented education since 1966. Specializing in real estate training since 1983, he has developed numerous real estate training programs for corporate and institutional clients around the country. Consulting Editor Matt Davies is a North Carolina-licensed Broker-in-Charge whose special passion is helping others obtain real estate licensure. A Business Administration graduate of Bryant University with a concentration in accounting, Matt worked for PricewaterhouseCoopers before entering the real estate profession. Matt has been a licensed broker for 12 years and licensed instructor for 7 years.